

PRESS RELEASE

EnviTec Biogas Management Board optimistic about the coming year
Major challenges successfully mastered!

Lohne/Saerbeck, 19 December 2017 – In 2017, EnviTec Biogas AG (ISIN: DE000A0MMLS8) has once again mastered a series of major challenges. This was the verdict for the past year of business offered by Olaf von Lehmden, CEO of EnviTec Biogas AG, on the occasion of the annual end-of-year employee meeting. Von Lehmden is also optimistic about EnviTec's future: "Despite the many legislative obstacles placed in our way since our record-breaking revenue year of 2011, we have held our ground and further developed our business."

In 2018, von Lehmden expects the company's positive business performance to continue. At EUR 60 million, orders on hand for plant construction are already at a very high level for this time of year, for example. At the same time, EnviTec has also updated its plant construction strategy for the next few years.

Von Lehmden: "Owing to precarious general conditions in some core markets and the increasing importance of our international markets, we made some structural changes in 2017 – outsourcing our approvals and structural safety activities and streamlining our project management work. Our current position means that, with a medium-term revenue target of around EUR 40 million annually, plant construction will provide a positive revenue contribution to the overall Group. Beyond this, our work in 2018 will once again focus clearly on exploring new applications and methods, as well as sounding out new markets that are independent of current feed-in regulations and other legislation."

Despite the positive order situation, von Lehmden reminded his employees that the listed company must regularly demonstrate its capacity for change and transformation – noting the need to identify trends as early as possible while continuing to expand the company's portfolio. "In 2017, we achieved considerable success here with our Service segment," said the CEO. Apart from expanding the existing spare part warehouse to ensure even faster service, EnviTec also extended its service scope to include troubleshooting and maintenance for gas upgrading plants.

Von Lehmden also noted the successes of entering into innovative partnerships: the biogas all-rounder recently received an award from the German Energy Agency (dena) for its innovative and integrative entrepreneurial approach to using biogas as a fuel in the transport sector. Jörg Fischer, EnviTec Group CFO: “Our business model shows how important it is for plant engineering firms to advance into consumer markets and act in the interests of customers and environmental protection.” The new business model is intended to promote the use of biogas as a fuel in the transport sector as bio-CNG (compressed natural gas from biomethane). To further this strategy, EnviTec signed a cooperative agreement with Munich-based BAUER Kompressoren in early 2017.

Apart from the innovative skills of the EnviTec team, von Lehmden also praised developments in own-plant operations. “In 2017, own-plant operations has continued to build on the successes of previous years.” As before, this makes the business segment the strongest in the entire EnviTec Group. “We can be truly proud of the fact that we, as an international biogas all-rounder, have managed to almost quadruple revenue in this segment since 2011,” said von Lehmden in his closing words.

About EnviTec Biogas AG

EnviTec Biogas AG covers the entire value chain for the production of biogas, including the planning and turnkey construction of biogas plants and biogas upgrading plants as well as their commissioning. The company takes charge of biological and technical services on demand and also offers full plant and operational management. In addition, EnviTec also operates its own biogas plants. In 2011, EnviTec Biogas expanded its business operations into the direct marketing of upgraded biomethane as well as the marketing of green electricity and balancing energy. With a presence in 14 countries worldwide, EnviTec Biogas AG is represented by its own companies, sales offices, strategic partners and joint ventures. In 2016, EnviTec generated revenue of €162.9 million and EBIT of €4.2 million. The EnviTec Group currently has around 440 employees. EnviTec Biogas has been listed on the Frankfurt Stock Exchange since July 2007.

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